

November 14, 2007

The Honorable John Wright  
Mayor of Cherryvale  
123 West Main Street  
Cherryvale, KS 67335-1321

Subject: Water and Sewer User Charge Analysis Results

Dear Mayor Wright:

First, I want you to know that Trey Cocking was a wonderful collaborator on this project. He provided information and data deftly and gave me important guidance in structuring the analyses. I consider the city lucky to have him. I know he was well supported by several people behind the scenes as well so please thank them all for me.

With Mr. Cocking's help I have assembled analyses that I am confident will serve the systems well for several years.

The enclosed report and analyses are long and detailed. When I present the analysis results and my recommendations to you and the public at an upcoming council meeting I should be able to clear up questions you may have. However, questions will arise after that, as well. When that happens, call me at (573) 619-3411 or e-mail me at [carlbrown@mchsi.com](mailto:carlbrown@mchsi.com) for answers.

I advise you to adjust your rates promptly. Each day that goes by under the current rates costs the city approximately \$335 in unbilled and uncollected revenue.

I trust that as you read the analyses you will see at least some results that you did not expect. Other systems are in this same situation right now and don't know it. When you and your council members and staff attend rural water association meetings and other events, you constantly come into contact with people from other systems. I hope you will tell them about how I helped you so I will get the opportunity to help them, as well. Almost all of my business comes from referrals.

While this submittal and attending your council meeting will mark the 'official' completion of the analysis project for me, you will have questions as you finalize your rates. When you do, call me. My goal is not to complete your analyses on paper, get paid and promptly leave you. It is to make you successful at funding your systems properly for a long time while enabling you to charge your ratepayers fair rates. That will require some follow-up assistance. If I can provide such help quickly, which is usually the case, I won't charge you for that service. If your needs are more involved I will give you a proposal for services and fees. Since I already know a great deal about your situation, those services should satisfy your needs quickly and be relatively cheap.

I have thoroughly enjoyed serving you and I hope I get to do so again.

Best regards,  
Carl Brown Consulting, LLC



Carl E. Brown  
President

Enclosures: Narrative analysis report  
Rate analyses